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DATA SUPPLEMENT: A REVIEW OF SELECTED BUSINESS INDICATORS

WHOLESALE TRADE IN INDIANA–1977

More than 97,000 persons employed in 1977 worked in nearly 8,900 wholesale trade establishments. Wholesale trade payrolls totaled more than $1.2 billion in 1977. Inventories at the end of that year were approaching $2 billion. Statistics for this often neglected sector of the Hoosier economy are from the 1977 economic censuses and are just becoming available.

Farm-product raw materials wholesalers accounted for $4.4 billion in sales or 17% of all wholesale trade in the state. Table 1 shows details by type of wholesaling

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TABLE 1 Indiana–Wholesale Trade: 1977*

Kind of Business	*Establishments (number)*	*Sales ($1,000)*	*Payroll entire year ($1,000)*	*Paid employees for week including March 12 (number)*	*Inventories end of year ($1,000)*
Wholesale trade	**8,875**	**25,439,511**	**1,223,642**	**97,402**	**1,876,932**
Motor vehicles and automotive parts and supplies	1,000	3,047,679	137,321	12,093	244,670
Furniture and home furnishings	164	211,088	17,789	1,390	24,245
Lumber and other construction materials	399	933,559	60,866	4,312	84,449
Sporting, recreational, photographic, and hobby goods, toys and supplies	107	145,224	14,409	1,252	23,175
Metals and minerals, except petroleum	164	1,645,724	39,118	2,468	61,626
Electrical goods	583	2,061,635	76,006	5,721	98,658
Hardware, and plumbing and heating equipment and supplies	414	671,571	66,794	5,198	115,409
Machinery, equipment, and supplies	2,031	3,357,987	289,867	21,360	501,304
Paper and paper products	201	337,054	31,921	2,534	29,060
Drugs, drug proprietaries, and druggists' sundries	59	214,543	16,865	1,678	25,743
Apparel, piece goods, and notions	53	98,115	5,066	509	11,242
Groceries and related products	683	2,849,673	141,535	11,212	100,668
Farm-product raw materials	702	4,449,136	57,979	5,497	199,574
Chemicals and allied products	144	499,637	31,925	2,002	14,828
Petroleum and petroleum products	626	2,228,147	56,020	4,674	105,755
Beer, wines, and distilled alcoholic beverages	212	500,440	44,996	3,036	42,873

TABLE 2 Indiana Wholesale Trade - Largest Counties and Cities: 1977*

COUNTIES	*Establishments (number)*	*Sales ($1,000)*	*Payroll entire year ($1,000)*	*Paid employees for week including March 12 (number)*
Marion	1,789	8,568,479	362,640	26,132
Allen	591	2,093,795	118,541	8,910
St. Joseph	440	1,433,398	91,062	6,362
Lake	459	1,427,996	86,957	5,985
Vanderburgh	415	1,350,684	74,473	5,805
Elkhart	341	792,843	52,155	4,330
Posey	42	676,174	4,216	339
Delaware	168	344,114	18,151	1,727
Vigo	199	329,408	21,599	1,964
Hamilton	157	326,098	17,532	1,228

CITIES	*Establishments (number)*	*Sales ($1,000)*	*Payroll entire year ($1,000)*	*Paid employees for week including March 12 (number)*
Indianapolis	1,710	8,234,523	351,678	25,404
Fort Wayne	469	1,804,958	100,891	7,521
Evansville	378	1,157,966	64,664	4,980
South Bend	269	697,917	59,516	4,165
Mount Vernon	24	646,431	3,244	246
Elkhart	202	476,994	31,705	2,668
Hammond	111	406,856	21,133	1,557
Gary	93	343,109	20,409	1,289
Terre Haute	166	275,423	18,697	1,656
Mishawaka	64	248,427	10,172	829

*These figures are preliminary and subject to revision.

This issue was prepared by Morton J. Marcus, research economist; Scott Bowman, Werner Jorck, William Keenan and Louis West, research assistants; Roberta Berry, editor; Karen Scott, typesetter; Robert Wagner, art and pasteup; and Mary Lynn Jedlicka, proof and layout.

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activity. Selected geographic details appear in Table 2. Table 3 shows selected statistics for Indiana and four neighboring states.

Although wholesale trade in Illinois, Michigan and Ohio is of much greater magnitude than in Indiana, the rate of growth in Indiana is greater than in any of those three states. Because farm-product raw materials are so important in Indiana's wholesale trade, sales per establishment and per employee are less in this state than in Illinois, Michigan and Ohio. But sales per dollar of payroll is remarkably similar in the states for which data are available.

Additional data on wholesale trade will soon be available from the U.S. Bureau of the Census. All data in this report are taken from Advance Reports issued by the Bureau in the past few weeks.

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TABLE 3. Comparative Wholesale Trade Statistics, 1977

State	Total wholesale trade sales (mil.)	Percent change 1972-77	Paid employees (number)	Sales per employee (thousands)	Establishments (number)	Payroll (mil.)	Sales per establishment (thousands)	Sales per dollar of payroll
INDIANA	**$25,440**	**89.6**	**97,402**	**$261**	**8,875**	**$1,224**	**$2,866**	**$21**
ILLINOIS	97,143	84.0	280,582	346	21,238	4,212	4,574	23
KENTUCKY	13,485	92.1	56,075	240	5,133	647	2,627	21
MICHIGAN	45,152	70.1	141,484	319	12,572	2,109	3,591	21
OHIO	61,703	83.2	212,354	291	16,643	2,928	3,707	21

MAN-HOURS IN INDUSTRIAL PRODUCTION

	United States (Seasonally Adjusted Data)				Indiana (Seasonally Adjusted Data)			
	Latest Month (millions)		Percent Change From One Month Ago	One Year Ago	Latest Month (thousands)		Percent Change From One Month Ago	One Year Ago
Manufacturing	**Sept.**	**835.9**	**0.3**	**1.1**	**Sept.**	**29,430.7**	**0.0**	**–3.5**
Food	Sept.	67.8	0.6	0.4	Sept.	1,614.6	–1.6	–0.6
Apparel and textiles	Sept.	81.2	–0.3	–3.3	Sept.	449.0	–3.4	–4.1
Lumber and wood	Sept.	30.5	2.1	2.5	Sept.	810.0	2.0	–5.0
Furniture	Sept.	18.2	–0.4	–3.6	Sept.	892.0	1.3	0.9
Paper	Sept.	30.3	–0.4	2.0	Sept.	633.0	–0.6	–1.9
Printing	Sept.	48.8	–0.1	4.4	Sept.	1,220.8	–1.1	2.3
Chemicals	Sept.	46.5	–0.2	0.9	Sept.	1,227.3	–2.6	1.4
Petroleum and products	Sept.	9.3	0.2	2.3	Sept.	218.0	2.0	5.9
Rubber and plastics	Sept.	30.4	–1.4	–2.2	Sept.	1,464.2	–2.8	–4.5
Stone, clay and glass	Sept.	29.3	–0.3	0.1	Sept.	1,043.4	1.7	0.2
Primary metals	Sept.	50.5	–0.4	–1.8	Sept.	4,462.9	–1.9	–5.3
Fabricated metals	Sept.	69.7	0.4	1.2	Sept.	2,580.4	1.4	–2.2
Nonelectrical machinery	Sept.	103.7	0.4	5.6	Sept.	3,258.8	0.4	–0.8
Electrical machinery	Sept.	83.9	1.3	3.8	Sept.	4,459.0	0.5	–1.2
Transport equipment	Sept.	81.4	–0.3	–4.1	Sept.	4,043.9	1.8	–12.2

UNITED STATES BUSINESS INDICATORS

Quarterly Data

	Seasonally Adjusted at Annual Rates ($ billions)				Percentage Change at Annual Rates			
	Latest Quarter		Previous Quarter	One Year Ago	Latest Quarter		Previous Quarter	One Year Ago
Gross national product (GNP)	1979:3	2,391.5	2,329.8	2,159.6	1979:3	11.0	6.7	11.0
GNP ($1972)	1979:3	1,430.8	1,422.3	1,407.3	1979:3	2.4	–2.3	3.5
GNP potential level ($1972)	1979:2	1,460.1	1,449.4	1,417.7	1979:2	3.0	3.0	3.0
Government purchases	1979:3	476.2	466.6	440.9	1979:3	8.5	5.8	12.3
Personal consumption expenditures	1979:3	1,528.6	1,475.9	1,369.3	1979:3	15.1	6.1	11.9
Private domestic investment	1979:3	392.1	395.4	356.2	1979:3	–3.3	25.2	4.5
Corporate profits before tax	1979:2	227.9	233.3	207.2	1979:2	–8.9	10.8	85.7
Change in business inventories	1979:3	20.0	33.4	20.0	1979:3	–	–	–
Federal surplus–deficit (NIA)	1979:2	-7.0	-11.7	-24.6	1979:2	–	–	–

UNITED STATES BUSINESS INDICATORS (continued)

Monthly Data

	Current Levels or Annual Rates				*Percentage Change at Annual Rates*			
	Latest Month		*Previous Month*	*One Year Ago*	*Latest Month*		*Previous Month*	*One Year Ago*
All urban consumer price index[1]	Sept.	223.1	220.7	199.2	Sept.	13.9	13.4	10.8
All urban CPI–food[1]	Sept.	237.1	235.0	216.0	Sept.	11.3	0.0	8.1
Wholesale price index[1]	Sept.	241.8	238.1	212.4	Sept.	20.3	11.8	10.1
Money supply[2]	Sept	377.7	374.3	360.7	Sept.	11.5	7.0	14.3
Money supply plus time deposits[2]	Sept.	931.9	922.5	865.6	Sept.	12.9	11.6	13.5
Mobile home shipments[3]	Aug.	277.0	282.0	267.0	Aug.	19.3	13.7	73.6
Mortgages–outstanding[4]	Aug.	464.7	460.7	416.7	Aug.	10.9	11.3	14.7
Mortgages–new issues[4]	Aug.	117.0	112.8	124.8	–	–	–	–
Mortgage rate–new issues[5]	Sept.	11.0	11.0	9.7	–	–	–	–
Prime rate business loans[5]	Sept.	12.9	11.9	9.4	–	–	–	–

[1] Base period: 1967 = 100
[2] $ billions
[3] Thousands of units
[4] $ billions, all savings and loan associations
[5] Percent

UNITED STATES–INDIANA BUSINESS INDICATORS*

(Seasonally adjusted indexes unless otherwise noted; base period: 1967 = 100)

	United States				*Indiana*			
	Latest Month		*Previous Month*	*One Year Ago*	*Latest Month*		*Previous Month*	*One Year Ago*
EMPLOYMENT								
Nonagricultural employment	Sept.	136.6	136.4	132.3	Sept.	125.7	125.3	124.0
Manufacturing employment	Sept.	107.9	107.8	105.5	Sept.	101.3	102.3	103.1
Average weekly hours (No.)†	Sept.	40.2	40.0	40.6	Sept.	40.7	40.3	41.5
Average weekly earnings ($)†	Sept.	272.96	267.60	254.97	Sept.	319.09	313.13	301.71
Nonmanufacturing employment	Sept.	148.6	148.6	143.5	Sept.	142.6	141.3	138.2
Unemployment rate (%)	Sept.	5.8	6.0	5.9	Sept.	6.9	7.3	6.1
Unemployment–married males (%)	Sept.	2.8	3.0	2.6	–	–	–	–
Continued unemployment claims	–	–	–	–	Sept.	292.0	285.2	144.0
PRODUCTION								
Bituminous coal production	Aug.	152.2	136.6	130.9		–	–	–
Industrial electricity production	June	156.7	158.2	152.7	–	–	–	–
Industrial electricity sales	–	–	–	–	–	159.8	164.1	168.6
Manufacturing production	Sept.	153.2	152.3	149.6	Sept.	154.5	153.6	153.6
Raw steel production	–	–	–	–	Sept.	116.3	129.2	153.2
CONSTRUCTION								
Construction activity–total	Aug.	295.9	300.4	275.9	Sept.	312.1	320.3	440.0
Residential housing starts	Sept.	146.4	140.6	157.5	Sept.	128.9	125.4	147.0
Residential expenditures	Aug.	388.8	389.2	377.3	Sept.	369.7	369.1	419.6
Nonresidential expenditures	Aug.	250.6	257.1	226.4	Sept.	200.2	198.0	189.4
Public expenditures	Aug.	190.6	198.8	189.5	–	–	–	–
Public works and utilities	–	–	–	–	Sept.	432.2	481.8	901.7
OTHER INDICATORS								
Personal income per capita ($)	July	8,757.1	8,643.2	7,909.7	1979:2	8,430.0	8,334.0	7,614.0
Passenger car sales (thousands)†	Sept.	775.0	916.0	828.0	Aug.	19.72	20.45	24.20
Year to date (thousands)	Sept.	8,264.0	7,489.0	8,599.0	Aug.	176.99	157.27	192.91

*Current indicators are preliminary and subject to revision
†Not seasonally adjusted

SOURCES: Data on Indiana construction from McGraw-Hill information Systems Company; Indiana passenger car registration from R. L. Polk & Co.; indexes of raw steel production for the United States and Indiana courtesy of American Iron and Steel Institute, Washington, D.C.; all other data from U.S. and Indiana government agencies and Division of Research, School of Business, Indiana University.

INDIANA LOCAL INDICATORS

(Seasonally adjusted indexes; base period: 1967 = 100)

Reporting Cities	*Continued Unemployment Claims*			*Industrial Electricity Sales*		
	Sept. 1979	*Aug. 1979*	*Sept. 1978*	*Sept. 1979*	*Aug. 1979*	*Sept. 1978*
Anderson	564.4	431.6	195.1	130.3	135.4	137.1
Bedford	135.7	111.1	74.7	220.2	235.0	218.9
Bloomington	153.8	202.1	142.9	82.0	87.6	87.1
Columbus	100.9	98.3	84.3	173.8	154.3	168.5
Connersville	282.8	370.4	152.7	114.0	110.2	127.3
Crawfordsville	653.7	717.5	493.4	177.4	188.0	162.8
East Chicago	204.9	185.1	175.6	78.9	92.7	88.9
Elkhart	850.6	936.3	167.0	145.2	155.3	160.0
Evansville	114.6	123.2	86.0	131.6	139.1	131.3
Fort Wayne	282.6	224.1	96.6	93.0	108.7	113.2
Frankfort	533.3	801.4	396.7	162.7	149.2	168.1
Gary	137.6	115.3	86.1	138.8	160.6	187.0
Goshen	–	–	–	195.9	212.6	206.7
Hammond*	–	–	–	198.1	193.7	206.4
Huntington	509.2	423.3	166.3	142.0	139.6	146.1
Indianapolis	70.3	66.4	67.3	143.6	146.2	146.9
Jeffersonville	–	–	–	144.3	158.0	159.2
Kokomo	945.8	667.6	111.9	187.0	171.2	202.4
Lafayette	331.4	355.1	161.5	252.5	262.3	236.4
LaPorte	334.3	281.2	159.1	203.1	216.4	211.0
Logansport	162.0	176.5	92.5	207.8	280.0	194.1
Madison	478.0	304.1	179.8	139.1	133.6	142.0
Marion	418.9	463.0	213.7	107.2	114.2	117.5
Michigan City	268.4	263.2	177.8	461.3	613.0	202.3
Muncie	191.0	172.8	147.7	97.8	105.6	100.8
New Albany	438.6	444.6	364.7	120.2	118.7	113.9
New Castle	1,251.5	876.3	159.6	105.2	92.6	180.8
Peru	292.9	189.2	103.1	208.5	226.3	207.3
Richmond	229.9	247.9	139.3	104.7	90.7	132.0
Seymour	305.6	276.1	88.3	151.5	150.1	133.9
South Bend	258.2	259.0	145.6	110.1	121.5	111.2
Terre Haute	260.5	267.8	141.2	180.4	196.0	187.4
Valparaiso	–	–	62.2	190.1	195.9	205.7
Vincennes	176.0	126.5	98.1	118.1	122.4	132.4
Wabash	744.5	313.7	142.0	156.3	189.5	181.8

*Continued unemployment claims of East Chicago and Hammond are combined.

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